

VICI meeting 14 July 2009

present: Alina, Catholijn, Dmytro, Pascal, Wietske, Willem-Paul

**Dmytro:**

Protocol:

- currently alternating offer protocol is supported
- Currently all strategies can handle only package deals
- Typically humans prefer issue by issue negotiation
- Multi-party (one-to-many) negotiations are possible

WISH for GENIUS: Post settlement negotiation

WISH: Strategy that can deal with incomplete issues

WISH: Dependencies between issues

Question: how to deal with extra issues that arise during negotiation?

**Wietske:**

Working on the model for preferences

The model is based on the lexicographic representation, based on argumentation

WISH: switch between qualitative and quantitative models in a negotiation strategy

WISH: How to deal with incomplete models?

**Alina:**

Working on the first prototypes for the pref. elicitation GUIs (utilities, ordering)

Underlying concerns

Use advisory mechanism with explanation

It is more important for the user to understand how the PN process works than to get a good negotiation result.

WISH: to make users aware of the relations between their values (concerns) and concrete preferences for issues.

WISH: How to motivate user to fill in as much information as possible.

**Decision:**

The PN does not help to select a house/job, the user starts using PN to negotiate about a specific house/job. This is where the interaction with the PN starts, but it is still interesting to get out of the user why he chose this particular house, what does he like about it, is it the right choice, does he have a BATNA etc.

Based on Joost's case study results we will also write a scenario for the process of buying/ negotiating for a house with the help of the PN (use case).